

# State Fleet Management Lease Rates

To meet the needs of our customers, State Fleet Management has developed two types of vehicle lease rates. Each lease rate is described below.

The State Fleet Management lease rate is comprised of a monthly charge plus a **per-mile charge**. The monthly lease rate covers the capital cost, administrative cost and auto insurance for the vehicle being leased. These costs are recovered over the expected life cycle of the vehicle. The mileage charge covers fuel, maintenance and repairs. Minimum mileage thresholds do not apply to these rates.

Customers who pay a monthly charge of \$100 and a monthly minimum of 750 miles will maintain that rate structure until their vehicles are replaced. Vehicles are replaced according to the retention cycle published by State Fleet Management.

The **Standard Lease Rate** applies to most agencies. A table of Standard Rates is found on page 2.

The **Special Use Rates** (sometimes known as “campus rates”) are for vehicles that remain in a confined geographical area such as a college campus or a hospital complex. These vehicles experience a significantly extended life cycle because they do not accumulate miles at the same rate as a standard vehicle. Special Use Rate vehicles will be reviewed every six months to ensure that the capital cost is being recovered. A table of Special Use Rates is found on page 3.

| <b>STATE FLEET MANAGEMENT LEASE RATES</b> |                     |                     |
|---|---------------------|---------------------|
| <b>Vehicle Class</b>                      | <b>Monthly Rate</b> | <b>Mileage Rate</b> |
| Compact Sedan                             | \$ 262.00           | \$ 0.13             |
| Intermediate Sedan                        | \$ 257.00           | \$ 0.17             |
| Full Size Sedan                           | \$ 389.00           | \$ 0.21             |
| Intermediate Police Sedan                 | \$ 435.00           | \$ 0.20             |
| Full Size Police Sedan                    | \$ 488.00           | \$ 0.22             |
| Executive Sedan                           | \$ 540.00           | \$ 0.18             |
| Compact S/W                               | \$ 281.00           | \$ 0.15             |
| Intermediate S/W                          |                     |                     |
| Mini Van                                  | \$ 326.00           | \$ 0.16             |
| Mini Cargo Van                            | \$ 220.00           | \$ 0.20             |
| 12/15 Passenger Van                       | \$ 298.00           | \$ 0.22             |
| Full Size Cargo Van                       | \$ 202.00           | \$ 0.25             |
| Intermediate Utility 4x2                  | \$ 407.00           | \$ 0.19             |
| Intermediate Utility 4x4                  | \$ 438.00           | \$ 0.20             |
| Full Size Utility 4x2, 4x4                | \$ 430.00           | \$ 0.26             |
| Compact Pick-up                           | \$ 186.00           | \$ 0.18             |
| 1/2 Ton Pick-up                           | \$ 255.00           | \$ 0.20             |
| 1/2 Ton Pick-up 4x4                       | \$ 291.00           | \$ 0.25             |
| 3/4 Ton Pick-up 4x2                       | \$ 315.00           | \$ 0.24             |
| 3/4 Ton Pick-up 4x4                       | \$ 296.00           | \$ 0.27             |
| 1 Ton Sprinter Cargo                      | \$ 351.00           | \$ 0.17             |
| High Cube Van < 12,000 gvw                | \$ 361.00           | \$ 0.43             |
| Handicap Van                              | \$ 427.00           | \$ 0.39             |
| Mini Bus                                  | \$ 429.00           | \$ 0.33             |

| <b>SFM SPECIAL USE LEASE RATES</b> |                     |                     |
|------------------------------------|---------------------|---------------------|
| <b>Vehicle Class</b>               | <b>Monthly Rate</b> | <b>Mileage Rate</b> |
| Mini Cargo Van                     | \$ 166.00           | \$ 0.20             |
| 12/15 Passenger Van                | \$ 207.00           | \$ 0.22             |
| Full Size Cargo Van                | \$ 165.00           | \$ 0.25             |
| Full Size Utility 4x2, 4x4         | \$ 300.00           | \$ 0.26             |
| Compact Pick-up                    | \$ 138.00           | \$ 0.18             |
| 1/2 Ton Pick-up                    | \$ 140.00           | \$ 0.20             |
| 1/2 Ton Pick-up 4x4                | \$ 207.00           | \$ 0.25             |
| 3/4 Ton Pick-up 4x2                | \$ 171.00           | \$ 0.24             |
| 3/4 Ton Pick-up 4x4                | \$ 211.00           | \$ 0.27             |
| 1 Ton Sprinter Cargo               | \$ 278.00           | \$ 0.17             |
| High Cube Van < 12,000 gvwt        | \$ 285.00           | \$ 0.43             |
| Handicap Van                       | \$ 335.00           | \$ 0.39             |
| Mini Bus                           | \$ 337.00           | \$ 0.33             |